

**Dore Schwinden**  
Director

**Andy Poole**  
Deputy Director

**Montana Department  
of Commerce  
301 S. Park Ave.  
Helena, MT 59601**

# Montana Department of Commerce Business Resources Division Newsletter

S U M M E R 2 0 1 2

The Montana Department of Commerce has created this quarterly newsletter to update you on the status of our business resources financing programs and other program news. Contact information for each program is provided. Feel free to contact any Business Resources staff when you have questions about our programs, or to discuss potential applications.

## **Lt. Governor Celebrated 30<sup>th</sup> Anniversary of International Partnership with Delegation from Kumamoto Japan**

**Marissa Kozel, Communications Director and Lonie Stimac, Senior Marketing Officer**

Lieutenant Governor John Bohlinger welcomed a delegation from Kumamoto, Japan led by Kumamoto Lieutenant Governor Shinichi Murata, on Wednesday, July 11, 2012. This special meeting marked the 30<sup>th</sup> Anniversary of the Montana- Kumamoto sister-state relationship.

Immediately following the 9:30 a.m. meeting, Lt. Gov. Bohlinger and Lt. Gov. Murata participated in a tree planting ceremony on the Montana State Capitol grounds to commemorate the anniversary. Cherry trees were planted to represent both the international partnership and 100<sup>th</sup> anniversary of the Japanese gift of cherry trees to the people of the United States.

Joining Lt. Governor Bohlinger was Dore Schwinden, Director, Montana Department of Commerce, and Ian Marquand, President, Montana-Japan Friendship Club.

Members of the Kumamoto delegation will included Yasunari Ishihara, President of the Kumamoto-Montana Club, and members of the Montana Club who traveled to Montana for the occasion. Both clubs are volunteer citizen delegations that support exchange activities between Montana and Kumamoto.

In 1979, Mike Mansfield, US Ambassador to Japan, began discussions with the Governors of Kumamoto and Montana to urge the regions to establish sister relations. In 1982, Kumamoto Governor Issei Sawada joined Montana Governor Ted Schwinden at a ceremony in the Montana State Capitol to sign a sister relationship agreement between Montana and Kumamoto. This partnership established a forum for the creative exchange of information, ideas, and people. In 1983 the Montana Senate and House of Representatives passed a joint resolution endorsing Montana's sister relationship with Kumamoto Prefecture.

The vitality of the sister relationship has been an ongoing people to people exchange. Cultural understanding and close friendships have been fostered by a diverse number of exchanges which have included music, sports, disabled persons, business, performing & visual arts, and traditional festivals.



**Governor's Reception Room**



**Kumamoto-Montana Club President Ishihara,  
Lt. Governor Bohlinger, Lt. Governor Murata (L-R)**

Finance

## Big Sky Economic Development Trust Fund Program

Big Sky Economic Development Trust Fund (BSTF) Program  
Ph: 406-841-2744  
Email: [nfaroni@mt.gov](mailto:nfaroni@mt.gov)  
Program Website: <http://bstf.mt.gov>



**Nancy Faroni**  
Section Manager

## Primary Sector Workforce Training Grant Program

Primary Sector Workforce Training Grant (WTG)  
Ph: 406-841-2744  
Email: [nfaroni@mt.gov](mailto:nfaroni@mt.gov)  
Program Website: <http://wtg.mt.gov>

### Contact Program Staff for Funding Availability

#### Spika Welding and Manufacturing Awarded Economic Development Grants

Spika Welding and Manufacturing, which is located in Lewistown, recently received two economic development grant awards from the Montana Department of Commerce. Spika Welding and Manufacturing specializes in fall protection maintenance equipment for military and commercial use, primarily for helicopter and fixed-wing aircraft. The two awards are related to the company's newly expanded product line related to special-needs pool lift products.

The Primary Sector Workforce Training Grant (WTG) program provided Spika a \$40,000 grant to provide worker training for eight net new full-time jobs. The jobs are being created as a result of the company's newly expanded product line. The Big Sky Economic Development Trust Fund – Job Creation Program (BSTF Category 1) through Fergus County also awarded Spika a \$40,000 grant for the purchase of equipment needs related to the new product line and the eight net new full-time jobs.

Title III of the ADA requires that public swimming pools must remove physical barriers into existing pools. According to the Department of Justice, for an existing pool removing barriers may involve installation of a fixed pool lift with independent operation by the operator. Public pools must comply with the new standards by January 31, 2013; thus creating a high demand for the special-needs pool lift products.



**Spika Welding and Manufacturing**  
Lewistown, MT

## Finance

### Community Development Block Grant Economic Development Program

Community Development Block Grant

Economic Development (CDBG-ED)

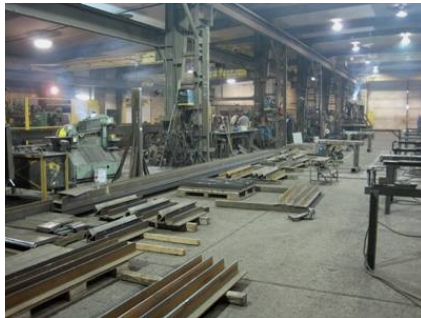
Ph: 406-841-2736

Email: [ddemaraais@mt.gov](mailto:ddemaraais@mt.gov)

Website: <http://cdbged.mt.gov>



Debra Demaraais  
Section Manager



Selway Corporation  
Stevensville, MT



Bitterroot Tool & Machine  
Stevensville, MT

#### Town of Stevensville and Selway Corp/Bitterroot Tool

The Town of Stevensville received a \$400,000 grant to assist Selway Corporation and Bitterroot Tool & Machine in the construction of wastewater lines. Currently this area is un-served creating critical logistical issues and shortfalls. The Town of Stevensville's intent is to enable Selway Corp. and BTM to maintain their present site location and retain jobs in the Bitterroot Valley. The assistance to Selway/BTM will result in the retention of 133 FTE's. Matching funds were provided by EDA.

There are currently no CDBG-ED funds available.

#### Business Finance Programs Certified Partner Training

**TRAINING IS NOW AVAILABLE!** Economic development practitioners, local government employees, engineers, architects, or others that would benefit from online training related to the application process and administration of projects funded with Business Resources Division funding programs will again be able to become a Business Resources Division Certified Partner or become a Recertified Partner.

The Business Resources Division is excited to announce that new ELearning webinars for the various funding programs is available for the next period of certification/recertification through September 10, 2012. Each webinar includes a webinar course and a test. New Certified Partners and those receiving recertification will be announced at the Fall MEDA Conference in October 2012.

Please see this link to the webinars and quizzes: <http://businessresources.mt.gov/commercebrde-learning.mcp.x>.

The link can also be found on the Business Resources Division home page: <http://businessresources.mt.gov/default.mcp.x>.

If you have any questions related to these webinars, please contact Karyl Tobel, Assistant Division Administrator, Montana Department of Commerce at (406) 841-2732 or by email at [karyl@mt.gov](mailto:karyl@mt.gov).



## Finance

### Montana Wood Products Revolving Loan Fund

Montana Distressed Wood Products Industry  
Recovery and Stabilization (WPIRS) Program

PH: 406-841-2594

Email: [cjones@mt.gov](mailto:cjones@mt.gov)

Program Website: <http://recovery.mt.gov/commerce/wpirs>

### Montana State Small Business Credit Initiative Program (MT SSBCI)

Montana State Small Business Credit Initiative Program (MT SSBCI)

PH: 406-841-2594

Email: [cjones@mt.gov](mailto:cjones@mt.gov)

Website: <http://mtssbci.mt.gov>



Carolyn Jones  
Section Manager

**Contact Programs for  
Funding Availability**

#### Montana Wood Products Revolving Loan Fund

In November 2009, Luck-E-G of Montana, Inc., located in Libby, received a \$30,000 State WPIRS loan. The loan proceeds were used to clear up a bank credit line for future use to purchase inventory in 2010.

With the help of the WPIRS loan, Luck-E-G hoped to retain 3.25 FTE jobs, and create 11 FTE jobs. Currently Luck-E-G employs nine people equaling 7.5 FTEs.

The State and EDA Wood Products RLF programs accept applications as long as funding is available. Currently, the State Wood Products RLF program has \$677,300 available for lending and the EDA Wood Products RLF program has \$597,800 available for lending. Please see the programs' website at <http://recovery.mt.gov/commerce/wpirs> for more information.



Luck-E-G  
Libby, MT

#### Montana State Small Business Credit Initiative (MT SSBCI) Program

To date, the MT SSBCI program has received two of their three draws from the US Department of Treasury totaling \$8,343,467 to be used for loans. Thirty three loans have been approved with total funding disbursed to the CDFI/RLFs of \$8,320,239.

While the program awaits the receipt of their third draw of another \$4,342,922 in loan funds, the MT SSBCI Loan Committee continues to review complete applications for approval. An additional 11 loans totaling \$2,217,752 have been approved. An additional 7 applications are in process and will be presented to the Committee for review upon completion. For more information, please see the program's website at <http://mtssbci.mt.gov>.

## Finance

### MicroBusiness Finance Program

MicroBusiness Finance Program (MBFP)

Phone: 406-841-2751

Email: [jwannebo@mt.gov](mailto:jwannebo@mt.gov)

Website: <http://businessresources.mt.gov/MBFP>



**Janice Wannebo**  
**Program Manager**

Since its inception in 1991, the MicroBusiness Finance Program has made 1,031 loans totaling \$20,542,615 through December 2011. A total of 731 loans have been repaid amounting to \$12,838,646 which can revolve back into each perspective MicroBusiness Development Corporation's region. In this time period, 2,292 full-time jobs were created or retained. The state's \$4.688 million appropriation revolved into \$20.5 million in loans to micro-businesses.

### Fall—National Development Council (NDC) Training

National Development Council's (NDC's) Economic Development Finance Professional Certification will continue in Montana with ED 202 – Real Estate Finance, the third course in the EDFP Certification Program™. This course offers a step-by-step look at the real estate development process from the perspective of lenders, developers and investors. Participants analyze economic development real estate projects—retail, office, mixed-use—using the rates of return required by lenders, developers and investors, and determine the appropriate amount of public sector financing needed to make projects feasible. Public sector financing tools and techniques, including tax credits, designed to attract, leverage and complement private financing, are utilized to maximize equity while minimizing the amount of public investment.

This training is scheduled the week of October 8-12, 2012 at the Hampton Inn in Great Falls. Registration will begin in mid-August. For additional information, please contact Janice Wannebo at (406) 841-2751 or [jwannebo@mt.gov](mailto:jwannebo@mt.gov).



**Montana Department of Commerce**  
**301 South Park Avenue**  
**Helena, MT 59601**  
**406-841-2704**

## Finance

### Montana Board of Research and Commercialization Technology

PH: 406-841-2760

Email: [ddesch@mt.gov](mailto:ddesch@mt.gov)

Website: <http://businessresources.mt.gov/MBRCT>

### SBIR/STTR Matching Funds Program

Small Business Innovation Research Program

Small Business Technology Transfer Program

PH: 406-841-2760

Email: [ddesch@mt.gov](mailto:ddesch@mt.gov)

Website: <http://businessresources.mt.gov/msmfp>



**Dave Desch**  
Executive Director

## Montana Board of Research and Commercialization Technology Commercialization Success



High Performance Biobased Motor Oils from Vegetable Oil Estolides

LubriGreen BioSynthetics (formerly Peaks and Prairies), a Malta-based company, holds exclusive rights to patented technology that converts fatty acids found in plant and animal oils into high performance synthetic lubricant base oils. These "biosynthetic" base oils exhibit many superior characteristics compared with petroleum lubricant oils. Several of the world's largest manufacturers of automotive and industrial lubricants have tested LubriGreen's biosynthetic oils extensively and are formulating and certifying finished products to market under their brand names. The chief formulator of a company with over 10% of the motor oil market share stated these oils are "the most exciting products to enter the lubricants industry since the introduction of synthetic lubricants 50 years ago". First mover advantage and patented technology make LubriGreen a market leader in development of sustainable products for use in the \$140 billion lubricants industry. Companies that have purchased LubriGreen's biosynthetic base oil include Lubrizol, an Ohio-based additives company, and Green Bulldog, based in Houston, Texas.



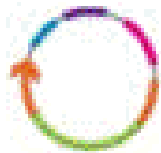
Absolute Calibration of a CW-FM LADAR Length Metrology System

This project has helped Bridger Photonics (Bozeman) commercialize its SLM Series precision length metrology and LADAR Systems. BP's systems are capable of measuring length and thickness with better resolution than any other system known. For short ranges (<2 meters), the system is being used as a tool for the Industrial Metrology, where it measures lengths and thicknesses to sub-nanometer precisions. For long ranges (up to 10 km), and with kHz update rates, BP's system is ideal for object identification, where it can resolve surfaces with millimeter separations and lead to the highest resolution 3D imagery available.

The Montana Board of Research and Commercialization Technology (MBRCT) was created by the 1999 Montana Legislature to provide a predictable and stable source of funding for research and commercialization projects to be conducted at research and commercialization centers in Montana. The purpose of the program is to encourage economic development through investment in research projects that have a clear path to commercialization.

## Montana SBIR/STTR Matching Funds Program

Three projects have recently received Stage 1 funding from the Montana SBIR/STTR Matching Funds Program in the amount of \$15,000 each.



**Montana Molecular**  
**Anne Marie Quinn, Bozeman**

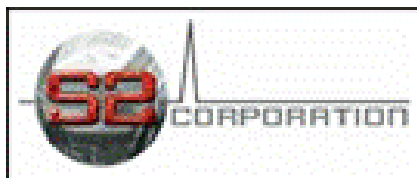
Montana Molecular is a leading developer of genetically encoded fluorescent proteins cell-based assays and live cell imaging. Its products are used in living cells to assess drug activation and to observe and measure cellular signaling processes. The scientific team is focused on breakthrough innovations in fluorescent biosensors and read-outs for cell activity. The management team is committed to building a sustainable biotech industry in the state of Montana, providing good jobs in a safe and healthy environment.

New assays for biological activity are urgently needed to develop safe and effective drugs that provide better treatment outcomes and improved human health. This project addresses the technical challenges associated with using fluorescent live-cell assays and has strong potential to reduce the cost and improve the reliability of drug discovery processes.



**NanoValent Pharmaceuticals, Inc.**  
**Jon Nagy, Bozeman**

NanoValent Pharmaceuticals, Inc. is an early-stage biotechnology company with an interest in developing new drug delivery systems for cancer treatment and vaccines against infectious agents. The MSMFP Stage 1 funds will be used to assist in accomplishing the goals of this National Science Foundation funded SBIR project. In this work, NanoValent will be exploring a novel, nanoscale particle technology to ultimately treat and monitor the efficacy of treatment of adult leukemia. Traditional and exploratory cancer therapy drugs will be encapsulated in tumor-targeted nanoparticles and tumor size and number will be monitored as a result of particle uptake by the cancerous cells. With this demonstration, NanoValent will seek additional investment in the research and development of this nanoparticle platform technology to broaden the applicability to many different cancer types.



**S2 Corporation**  
**Kris Merkel, Bozeman**

S2 Corporation received MSMFP funding in conjunction with a Phase 1 SBIR contract from the United States Air Force entitled, "Hardware Based Broadband Ultra High-Speed Digital Signal Processor", with funding level totaling \$149,852. The project aims to develop S2 Corporation's extreme bandwidth photonic signal processor in working hardware that will generate digital signal streams representing broadband RF spectrum captures, and algorithms in software to analyze and characterize these signals in real time. The company plans to pursue a follow-on Phase II SBIR.

Continued, next page

Applications of S2's technology include both commercial and military sectors, with the baseline capacity of wideband monitoring of the radio frequency spectrum with high performance and low latency. Commercial applications are test and measurement and civilian (not military) radio frequency surveillance. This is applicable for communications activity monitoring as well. For military applications, wideband RF coverage for surveillance and signal's intelligence can apply to radar signal detection and cueing, electronic warfare, order of battle determination for targeting and for use in waveform detection, classification and measurement.

The 62<sup>nd</sup> Legislature appropriated \$375,000 per year for the 2013 biennium to the Department of Commerce for the Montana SBIR/STTR Matching Funds Program (MSMFP) (MCA 90-1-117 thru MCA 90-1-119). The purpose of the program is to foster job creation and economic development in Montana by providing matching funds to eligible businesses meeting the criteria set forth in the program guidelines. MSMFP is designed to grant funds to Montana companies that have been awarded a Small Business Innovation Research Program or Small Business Technology Transfer Program (Federal SBIR/STTR Program) Phase I award and that, if the opportunity to do so is available, intend to apply for a Federal SBIR/STTR Phase II award.

**Contact:**

Montana SBIR/STTR Matching Funds Program  
Business Resources Division  
MT Dept. of Commerce  
P.O. Box 200505  
Helena, MT 59620-0505  
(406) 841-2760

Finance

## Indian Country Economic Development Program

Indian Country Economic Development (ICED) Program

Website: <http://iced.mt.gov>

Phone: 406-841-2775

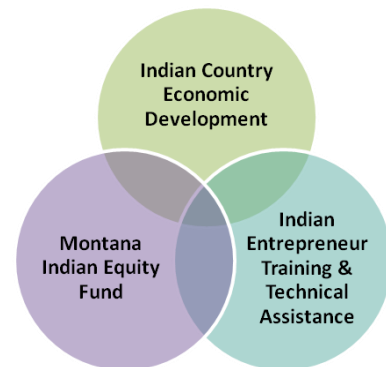
Email: [hsobrepena@mt.gov](mailto:hsobrepena@mt.gov)

The **Indian Country Economic Development (ICED)** funding is intended to improve economic development opportunities for the eight tribal governments in Montana with the goal of job creation activities. The Program has approached economic development in Indian Country as a 3-layered structure: providing economic development funding assistance to tribal governments, filling the financing gap for emerging small businesses in Indian Country, and providing technical assistance and entrepreneurial training in reservation communities. Each part of this economic development structure is critical to promoting balanced economic development in the tribal communities in Montana:



**Heather Sobrepeña-George**  
Program Manager

- 1) Tribal Government Priority Economic Development Projects** (\$560,000)
  - \$70,000 per tribe
  - Minimum 1:1 match
  - Governing body of the tribe is the eligible applicant; a tribal resolution is required
  - Application and detailed proposal for FY2013 are due by December 7, 2012.
- 2) Montana Indian Equity Fund** (\$126,000)
  - \$7,000 per successful applicant
  - Minimum 1:1 match
  - Enrolled Native-owned business owner is the eligible applicant
  - 2 awards per Tribe and 2 at large award for a total of 18 slots (one additional award was included for FY2012)
  - Applications are due at the beginning of December of the fiscal year
- 3) Indian Entrepreneur Training & Technical Assistance** (\$24,000)
  - \$3,000 stipend per reservation served
  - Training conducted locally on each reservation



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The following table summarizes the performance of the ICED

COMMERCE INDIAN COUNTRY PROGRAM FUNDING AND PERFORMANCE BY FISCAL YEAR:

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011*</u>	<u>2012*</u>	<u>Total Funding</u>
<b>Tribal Government Funding</b>	\$440,000	\$400,000	\$567,600	\$560,350	\$560,000	\$560,000	\$560,000	<b>\$3,647,950</b>
<b>Indian Equity Fund Funding</b>		63,000	55,125	112,000	119,953	132,047	126,000	<b>\$608,125</b>
<b>Indian Entrepreneur Training</b>		21,000	24,000	24,000	24,000	24,000	24,000	<b>\$141,000</b>
<b>Total ICED Grant Funding</b>	\$440,000	\$484,000	\$646,725	\$696,350	\$703,953	\$716,047	\$710,000	<b>\$4,397,075</b>
<b>Match &amp; Loan Combined</b>	\$2,741,909	\$3,882,584	\$6,122,055	\$3,579,191	\$5,589,427	\$1,236,298	\$1,950,765	<b>\$24,609,069</b>
<b>Match Ratio</b>	6.23	8.02	9.47	5.14	7.94	1.73	2.05	<b>5.6</b>
<b>Jobs Created/ Retained (Tribal Government)</b>	13.00	16.00	23.00	32FTE; 7+PTE	9.3 FTE; 23+ PTE	14.5 FTE; 5 PTE; 3 Temp; 28 BUS	6 FTE; 1 PTE; 14 Temp; 18 BUS	<b>113.8 FTE; 36 PTE; 17 Temp; 46 BUS</b>
<b>Jobs Trained (Tribal Government)</b>	523	0	0	0	0	0	0	<b>523</b>
<b>Businesses Sup- ported (Indian Equity Fund)</b>	0	10	8	17	19	19	18	<b>91</b>
<b>Indian Entrepreneur Attendees</b>	0	85	89	67	113	126	187	<b>667</b>

\*Note: Job creation figures are actual up to 2010, figures for 2011 and 2012 are projections based on current projects.

Applications are now being accepted for the tribal government Indian Country Economic Development Funding through December 7, 2012. The Montana Indian Equity Fund 2013 funds will soon be available for application by small businesses and Montana Indian Entrepreneur Trainings occur throughout the year.

► **Montana Finance Information Center** ◀

The Montana Finance Information Center provides summary information for the most significant financing resources available from state, federal, and local institutions. For comprehensive information and links to critical information on starting a business in Montana, economic development, housing or community development programs visit our website at:  
<http://www.mtfinanceonline.com>.

For more information contact Karyl Tobel, Assistant Division Administrator at (406) 841-2732 or [karyl@mt.gov](mailto:karyl@mt.gov).

Information

## Census and Economic Information Center

Phone: 406-841-2740

Email: [mcraigle@mt.gov](mailto:mcraigle@mt.gov)

Website: <http://ceic.mt.gov>



**Mary Craigle**  
Bureau Chief

### New Economic Dashboard Page

The Census and Economic Information Center (CEIC) has added a new page to the webpage. The page is an economic dashboard that updates automatically as new information is released. CEIC plans on expanding this page and these updates to cover as many economic series as are useful. If you have suggestions for information you would like to have, please send your ideas to [ceic@mt.gov](mailto:ceic@mt.gov).

The screenshot shows the Montana Department of Commerce website with the CEIC Economic Dashboard. The dashboard includes a sidebar with navigation links and a main content area with data tables.

**CEIC**  
Montana Population  
Census 2010  
April 1, 2010  
989,415  
Rank 44th

**United States Census**  
Measuring America

Data Release Schedule

Current Population  
► Montana  
► County  
► City/Town

**Contact Information**  
GOT A QUESTION? Use our E-mail Form

**Location/Mailing Address**  
301 S. Park Ave.  
PO Box 200505  
Helena, MT 59620-0505

**Phone/FAX**  
Phone: (406) 841-2740  
Fax: (406) 841-2731  
TDD: (406) 841-2702

### Census and Economic Information Center Economic Dashboard

Latest Values - All data automatically updated when released by source.	7/23/2012	7/24/2012
Cushing Oil (Dollars per Barrel)	88.14	88.5

Monthly Series	Nov 2011	Dec 2011
Total, all industries - All Employees - Montana - QCEW - (Not Seasonally Adjusted)	427,073	426,653

Quarterly Series	2011 Q3	2011 Q4
Total, all industries - Number of Establishments - Montana - QCEW - (Not Seasonally Adjusted)	42,115	42,226
Total, all industries - Total Wages (in thousands) - Montana - QCEW - (Not Seasonally Adjusted)	3,821,366	4,048,388

Annual Series	2010	2011
Real GDP by state (millions of chained 2005 dollars) - Montana - All industry total	31,985	31,983

**MONTANA**  
Department of Commerce

About CEIC Accessibility American Fact Finder Contact Us Privacy & Security  
Publications Related Links Search Subject Index US Census Bureau What's New

<http://ceic.mt.gov/economicdashboard.asp>

Information

## Montana Consolidated Plan

Phone: 406-841-2734

Email: [jburk@mt.gov](mailto:jburk@mt.gov)

Website: <http://housing.mt.gov/cp>



**Julie Burk**  
**Consolidated Plan Coordinator**

Hello! I'm Julie Burk, the new consolidated plan coordinator. Being new to the position, I'm excited to learn more about the Consolidated Plan and how it helps Montana.

The Consolidated Plan is part of a larger grants management and planning process used by the U.S. Department of Housing & Urban Development (HUD) and other federal agencies to make appropriations decisions regarding affordable housing, homelessness, infrastructure, public facilities, economic development, and other community development needs.

The plan consolidates the planning, application, reporting, and citizen participation components of the Community Development Block Grant (CDBG); the HOME Investment Partnership (HOME); the Emergency Solutions Grant (ESG) program; and the Housing Opportunities for Persons with AIDS (HOPWA) program, all of which receive annual funding from HUD.

The Consolidated Plan consists of the following parts:

- A citizen participation plan, which ensures that the public has an opportunity to take part in creating the plan.
- A comprehensive housing assessment that addresses supply and demand issues for the public and for specific populations such as people who are homeless and people with disabilities.
- A 5-year plan that describes the strategies the state will undertake in the next five years to address the highest priority needs.
- A 1-year action plan that presents a timeline for selecting projects and activities that the state anticipates funding with CDBG and HOME money for the coming federal fiscal year.
- Consolidated Annual Performance and Evaluation Report.

We are now working on the 2013-2014 Annual Action Plan, which is year 4 for the 2010-2015 5-Year Plan.

*Before starting this position, Julie managed the Department's Main Street program for almost five years.*

## Information

### State Tribal Economic Development Commission

State Tribal Economic Development  
Commission (STED)  
Ph: 406-841-2821  
Email: [jsmith@mt.gov](mailto:jsmith@mt.gov)  
Website: <http://tribal.mt.gov>



**Jason Smith**  
**Program Manager**

On April 4, 2012 the compact between the Chippewa Cree Tribe of the Rocky Boy's Reservation and Office of the Montana Secretary of State for a Joint Sovereign Filing System was signed. The agreement will support tribal economic development and improve access to commercial and consumer credit made available by banks and other lenders.

The agreement allows the Tribe to use the filing system of the Secretary of State's office, which is used by lenders and investors to secure financial transactions by filing liens as collateral on a loan. The liens filed with the State of Montana make certain the transactions become enforceable through tribal law to secure loans from parties outside of the reservation. The State Tribal Economic Development Commission of the Montana Department of Commerce, Federal Reserve of Minneapolis, Office of the Secretary of State, and the Office of the Attorney General collaborated with the Chippewa Cree Tribe to ensure a successful and effective State-Tribal compact.



#### **Business Resources Division Homepage**

New changes on the way for the Business Resources Division homepage. Soon you will be able to search our project database for funding awards of interest to you. Other changes will include easier drop-down menus, and more user-friendly format.



### Technical Assistance

## Certified Regional Development Corporations

Certified Regional Development Corporations (CRDC)

Phone: 406-841-2751

Email: [jwannebo@mt.gov](mailto:jwannebo@mt.gov)

Website: <http://businessresources.mt.gov/CRDC>



**Janice Wannebo**  
Program Manager

### SUMMARY FOR 2011

# of Loans	61
Total \$ amount of loans	\$12,042,015
Additional dollars leveraged	\$13,672,825
Jobs created and/or retained	645
Businesses assisted	1081
Projects assisted	369
Total state \$ managed	\$10,305,717
Total federal \$ managed	\$26,706,433
SBDC funding	\$292,968
CRDC funding	\$417,361
EDA funding	\$583,015
Gross loans receivable	\$17,597,774

Each year the Department of Commerce collects the following data from the Certified Regional Development Corporation's (CRDC's) summarizing their performance below. There were ten (10) certified CRDCs in 2011. These numbers are estimates.

If you have any questions concerning the CRDC program, feel free to contact Janice Wannebo at 841-2751 or [jwannebo@mt.gov](mailto:jwannebo@mt.gov).

### Technical Assistance

## Montana Small Business Development Center

Montana Small Business Development Center

Phone: 406-841-2746

Email: [adesch@mt.gov](mailto:adesch@mt.gov)

Website: <http://sbdc.mt.gov>



**Ann Desch**  
SBDC State Director

### State Star Recognition

The SBDC Lead Center is pleased to recognize Rebecca Hedegaard, Director of the Billings Small Business Development Center hosted by Big Sky Economic Development, for the Montana SBDC State Star Award. The State Star Award was conceived by the Association of Small Business Development Centers to recognize outstanding leadership and service within the national network of SBDC business advisors. State Stars are selected by their peers within their statewide network. The State Star criteria include:

Continued, next page

- Is an exemplary performer
- Makes a significant contribution to their state SBDC program
- Shows a strong commitment to small businesses



The Montana State Star will be honored at a special reception at the ASBDC Annual Conference, taking place in New Orleans in September. Rebecca contributes to the business community by consistently offering trainings and workshops geared to the needs of businesses in Billings and the surrounding communities. Rebecca has an extensive history of innovation at her center as well as looking for ways to make the network stronger. She was conference chair for the 2011 SBDC Invest in Success Conference and did a superb job planning, organizing, hosting and promoting the conference. Rebecca has demonstrated excellence in performance and a strong commitment to small business in her position as SBDC Director in Billings. She is well-connected to resources in her area, and has been an asset to both small business owners as well as her peers within the statewide network.

## Technical Assistance

### Japan Trade Office

Office of Trade and International Relations

Phone: 406-841-2754

Email: [mbisom@mt.gov](mailto:mbisom@mt.gov)

Website: [www.bigskyjapan.com](http://www.bigskyjapan.com)



**Mako Sakaguchi**

**Montana-Japan Trade Office Representative**



### Montana Dinosaur Exhibition opens in Japan

The Office of Trade and International Relations Montana-Japan Trade Office worked with the Museum of the Rockies to install a major Dinosaur fossil exhibition in Kumamoto, Japan. The exhibition, entitled "The Growth and Behavior of Dinosaurs" features dinosaur fossils discovered by Museum of the Rockies programs over the years including the museum's Custer T-Rex skull, which is the largest T-Rex skull in the world.

The exhibition opened on July 21, 2012 and will run through the month of September. Attending the opening ceremonies were Montana State University President Dr. Waded Cruzado and world renowned paleontologist Dr. Jack Horner. Over 100,000 visitors are expected to attend the exhibition sponsored by the State of Montana, Kumamoto Prefectural Government, Kumamoto City, and TKU Television Kumamoto.

In conjunction with the exhibition, the Montana-Japan Trade Office is promoting "The Montana Dinosaur Trail", a 14 stop tour of Montana's premier paleontological sites. The exhibition is one of several activities in 2012 to commemorate the 30<sup>th</sup> anniversary of the Montana- Kumamoto sister relationship.

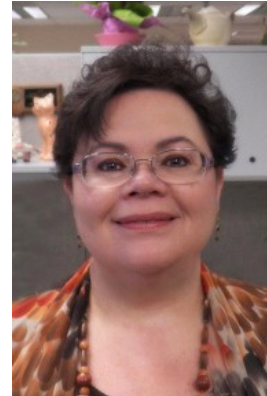
Technical Assistance

## Montana Technology Innovation Partnership

Montana Technology Innovation Partnership

Phone: 406-841-2749

Email: [cbell@mt.gov](mailto:cbell@mt.gov)



Christine Bell  
Program Manager

### MTIP Partners with Montana SBDC Lead Center on MSU EPSCoR Project

#### Introducing "Tech ED"

*A New Distance Learning Opportunity for Small Business Service Providers*

Montana Technology Innovation Partnership announces the launch of a training curriculum for Montana's Small Business Development Center's (SBDC) business advisors. This pilot program developed by MTIP called **Tech ED**, teaches the basics of the specialized economic development services needed for tech-based individuals and companies to move their innovation from idea to commercialization. Tech-based companies are firms that are focused in Science, Technology, Engineering and Math (STEM). All of these kinds of enterprises perform research to develop their projects and seek funding to support their R&D. Technical support for firms engaged in R&D is a key component that fuels the growth of Montana's technology-based (TBED) sector.

This project is funded under an EPSCoR grant from Montana State University to Montana Department of Commerce's SBDC Lead Center. Ann Desch, Director of the SBDC Lead Center asked MTIP program staff to produce a series of six tech-based economic development webinars designed to increase the capacity of the SBDC business advisors to meet the unique needs of businesses involved in launching innovative products, methods or services. Topics include: An overview of TBED, specialized services for tech-based enterprises, financing the tech-based enterprise, intellectual property, research partners and strategic alliances and commercialization.

Four of the six webinars have been released to participating SBDCs. The programs are telecast from the Montana Community Development Corporation in Missoula to Bozeman and Kalispell. The entire curriculum will be available from MTIP's website to all economic development service providers, free of charge starting this autumn.

Christine Bell, Program Manager

*Montana Technology Innovation Partnership*